

# Local Market Update for January 2020

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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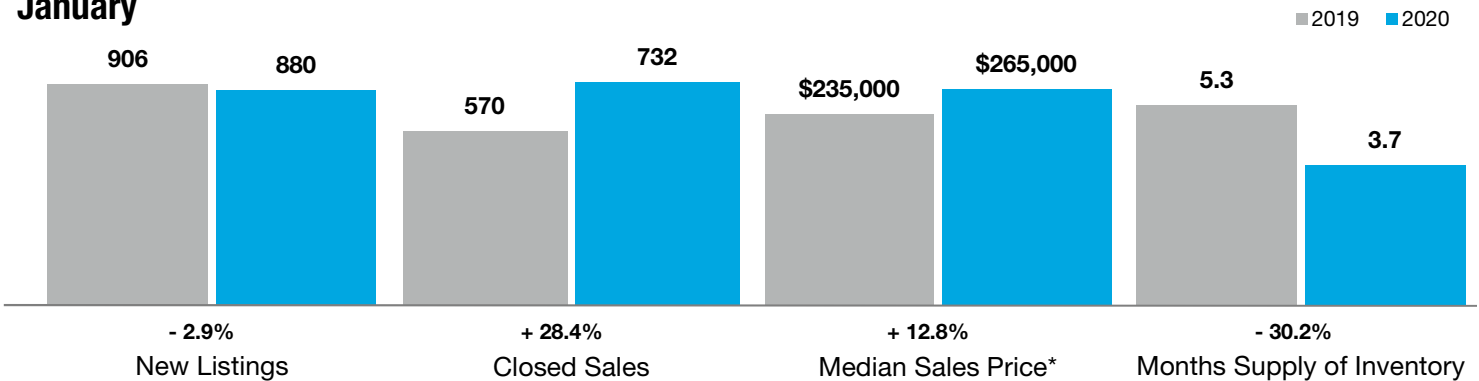
## Asheville Region

Includes Buncombe, Burke, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey Counties

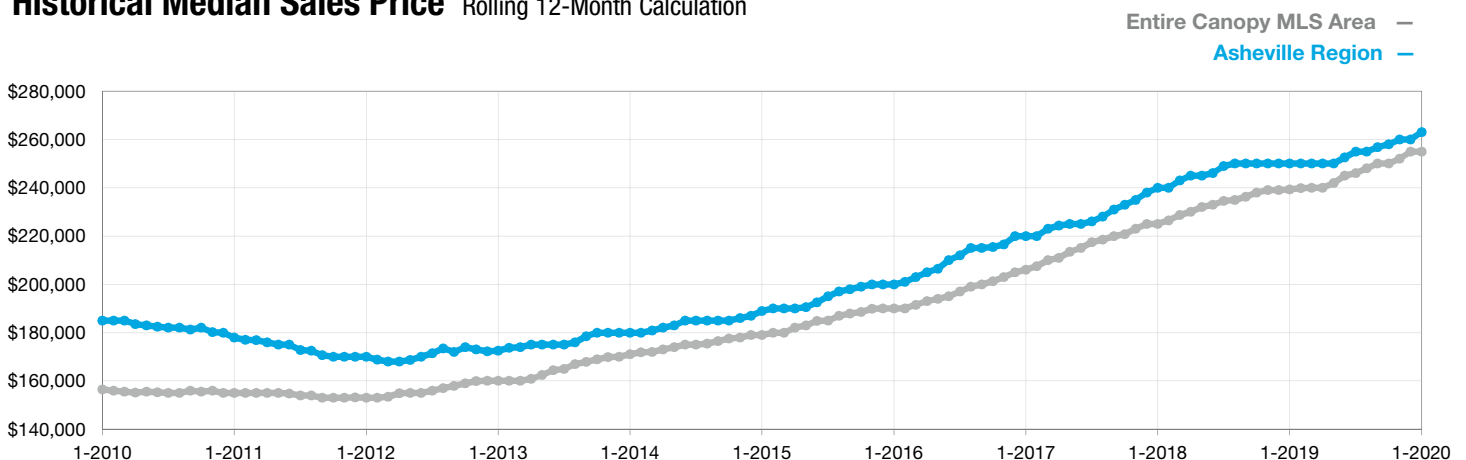
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	906	880	- 2.9%	906	880	- 2.9%
Pending Sales	803	980	+ 22.0%	803	980	+ 22.0%
Closed Sales	570	732	+ 28.4%	570	732	+ 28.4%
Median Sales Price*	\$235,000	\$265,000	+ 12.8%	\$235,000	\$265,000	+ 12.8%
Average Sales Price*	\$267,298	\$314,622	+ 17.7%	\$267,298	\$314,622	+ 17.7%
Percent of Original List Price Received*	92.5%	93.4%	+ 1.0%	92.5%	93.4%	+ 1.0%
List to Close	131	131	0.0%	131	131	0.0%
Days on Market Until Sale	82	75	- 8.5%	82	75	- 8.5%
Cumulative Days on Market Until Sale	93	94	+ 1.1%	93	94	+ 1.1%
Average List Price	\$330,992	\$347,675	+ 5.0%	\$330,992	\$347,675	+ 5.0%
Inventory of Homes for Sale	4,481	3,596	- 19.8%	--	--	--
Months Supply of Inventory	5.3	3.7	- 30.2%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Historical Median Sales Price Rolling 12-Month Calculation



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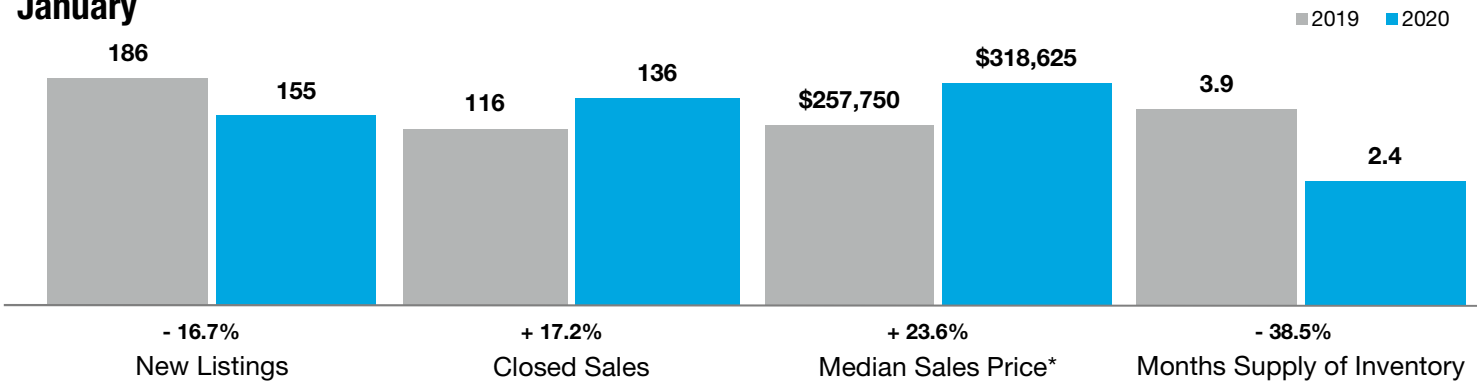
## City of Asheville

North Carolina

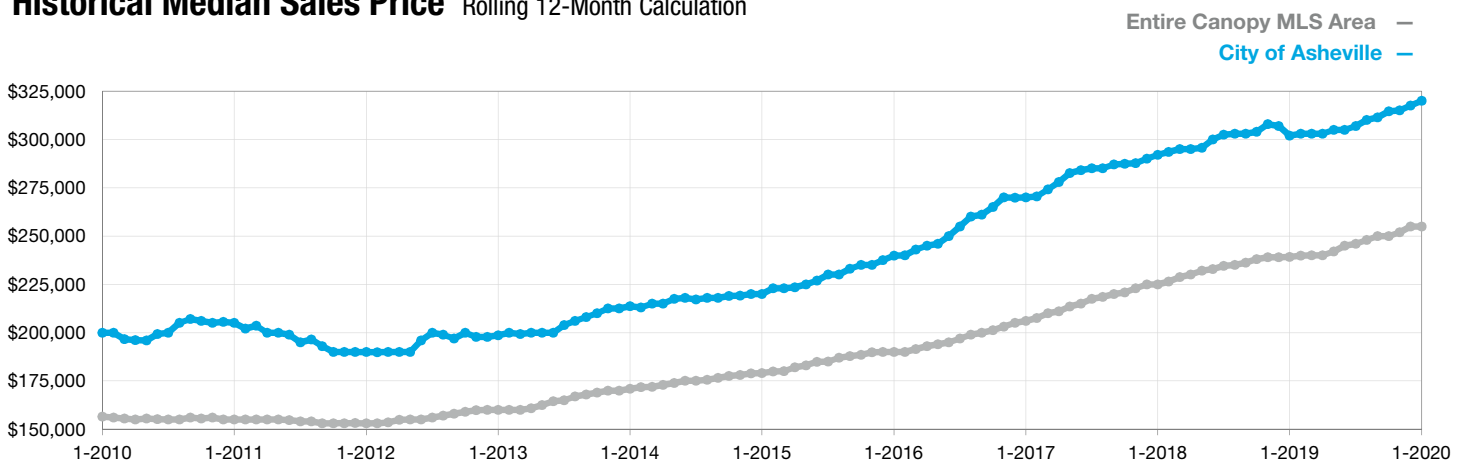
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	186	155	- 16.7%	186	155	- 16.7%
Pending Sales	146	197	+ 34.9%	146	197	+ 34.9%
Closed Sales	116	136	+ 17.2%	116	136	+ 17.2%
Median Sales Price*	\$257,750	<b>\$318,625</b>	+ 23.6%	\$257,750	<b>\$318,625</b>	+ 23.6%
Average Sales Price*	\$300,829	<b>\$422,395</b>	+ 40.4%	\$300,829	<b>\$422,395</b>	+ 40.4%
Percent of Original List Price Received*	92.7%	<b>93.5%</b>	+ 0.9%	92.7%	<b>93.5%</b>	+ 0.9%
List to Close	118	<b>117</b>	- 0.8%	118	<b>117</b>	- 0.8%
Days on Market Until Sale	65	<b>64</b>	- 1.5%	65	<b>64</b>	- 1.5%
Cumulative Days on Market Until Sale	69	<b>84</b>	+ 21.7%	69	<b>84</b>	+ 21.7%
Average List Price	\$428,096	<b>\$464,331</b>	+ 8.5%	\$428,096	<b>\$464,331</b>	+ 8.5%
Inventory of Homes for Sale	666	<b>460</b>	- 30.9%	--	--	--
Months Supply of Inventory	3.9	<b>2.4</b>	- 38.5%	--	--	--

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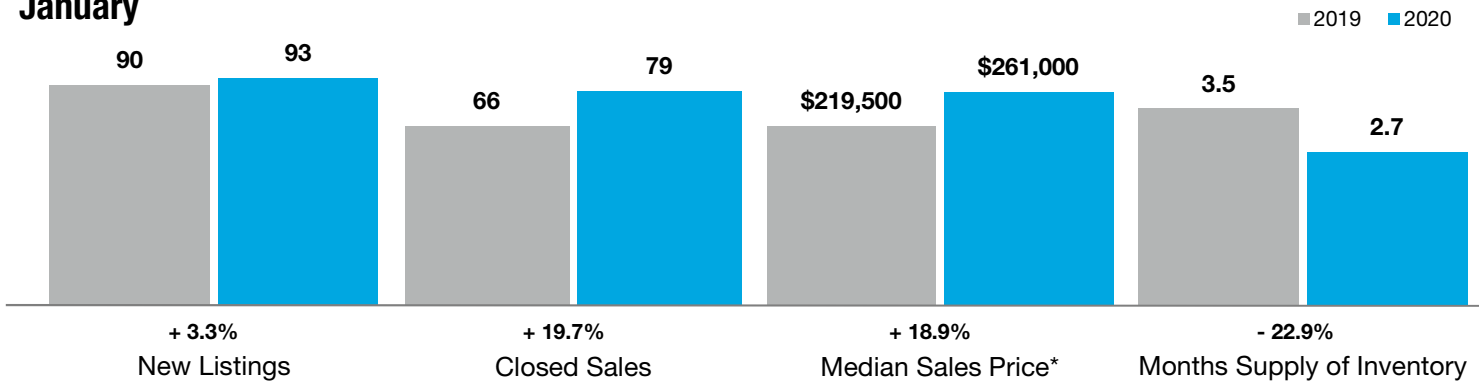
## City of Hendersonville

North Carolina

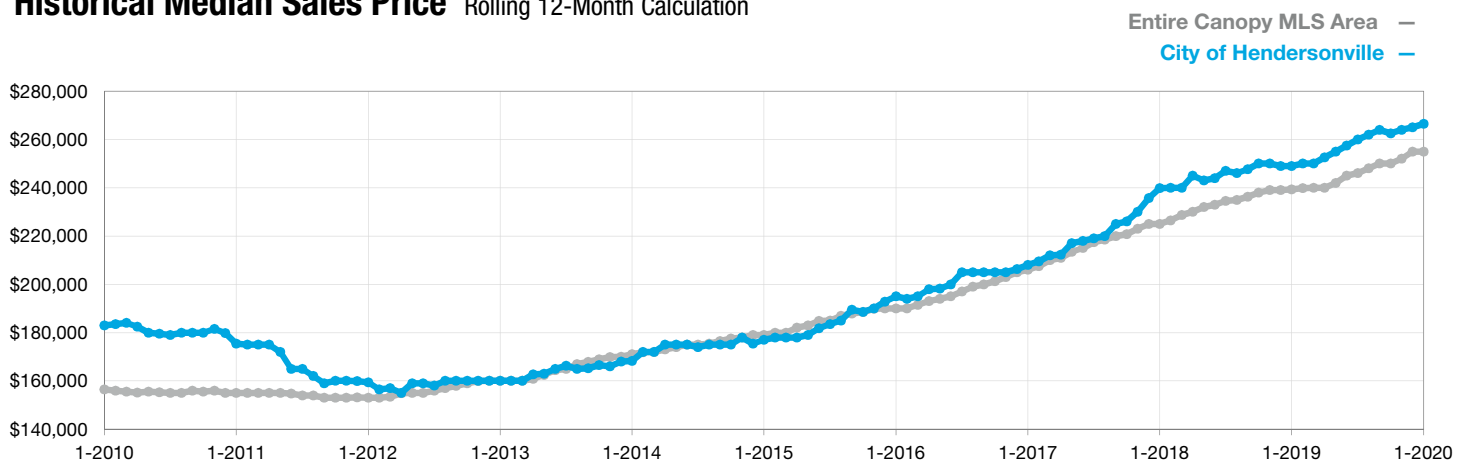
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	90	93	+ 3.3%	90	93	+ 3.3%
Pending Sales	78	103	+ 32.1%	78	103	+ 32.1%
Closed Sales	66	79	+ 19.7%	66	79	+ 19.7%
Median Sales Price*	\$219,500	\$261,000	+ 18.9%	\$219,500	\$261,000	+ 18.9%
Average Sales Price*	\$244,376	\$288,410	+ 18.0%	\$244,376	\$288,410	+ 18.0%
Percent of Original List Price Received*	94.7%	94.7%	0.0%	94.7%	94.7%	0.0%
List to Close	108	107	- 0.9%	108	107	- 0.9%
Days on Market Until Sale	60	57	- 5.0%	60	57	- 5.0%
Cumulative Days on Market Until Sale	68	88	+ 29.4%	68	88	+ 29.4%
Average List Price	\$314,513	\$302,460	- 3.8%	\$314,513	\$302,460	- 3.8%
Inventory of Homes for Sale	371	293	- 21.0%	--	--	--
Months Supply of Inventory	3.5	2.7	- 22.9%	--	--	--

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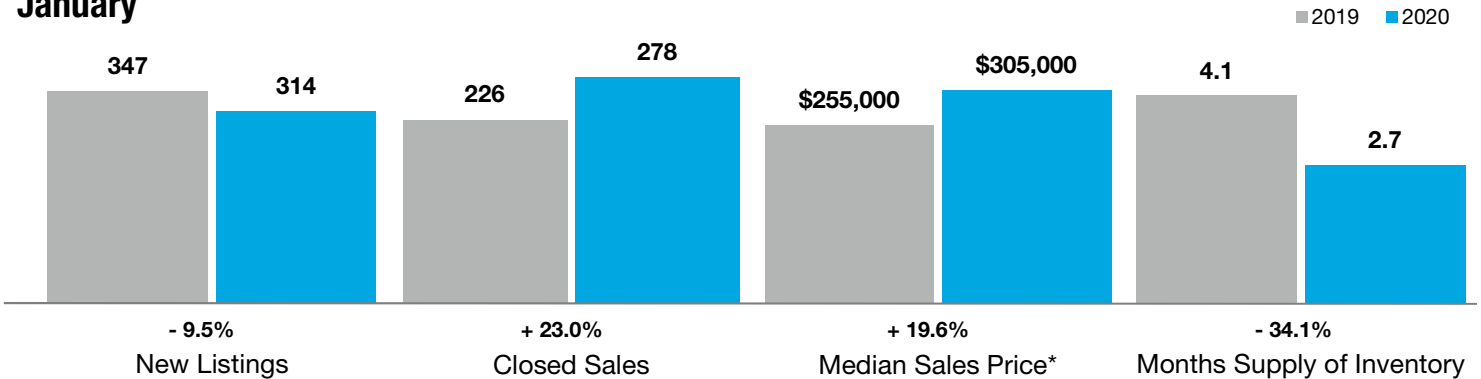
## Buncombe County

North Carolina

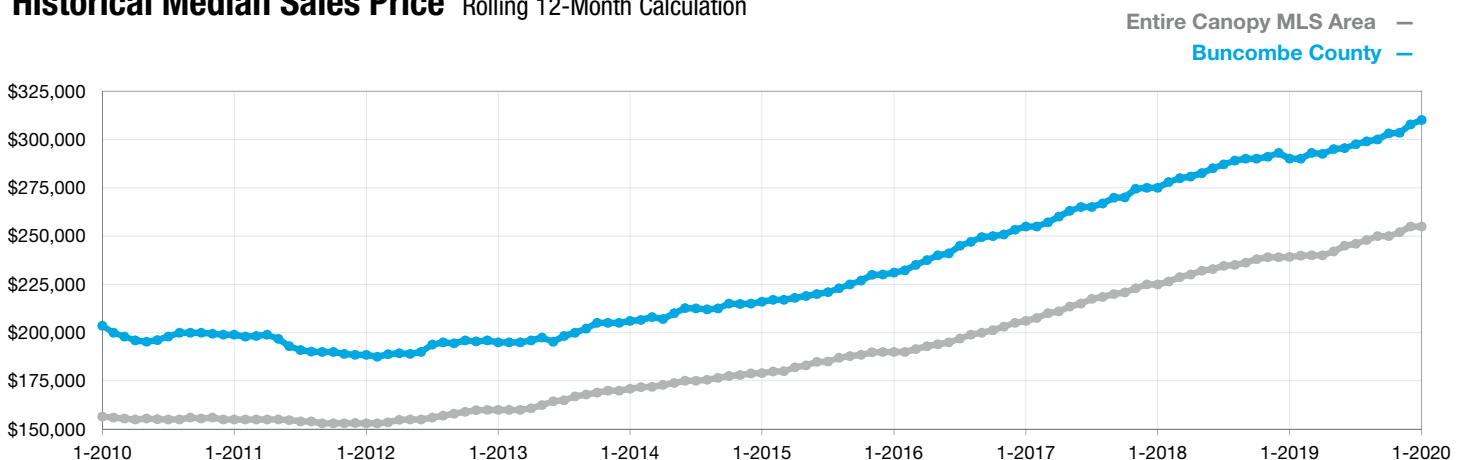
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	347	314	- 9.5%	347	314	- 9.5%
Pending Sales	303	391	+ 29.0%	303	391	+ 29.0%
Closed Sales	226	278	+ 23.0%	226	278	+ 23.0%
Median Sales Price*	\$255,000	\$305,000	+ 19.6%	\$255,000	\$305,000	+ 19.6%
Average Sales Price*	\$294,665	\$386,496	+ 31.2%	\$294,665	\$386,496	+ 31.2%
Percent of Original List Price Received*	92.4%	93.4%	+ 1.1%	92.4%	93.4%	+ 1.1%
List to Close	122	127	+ 4.1%	122	127	+ 4.1%
Days on Market Until Sale	67	70	+ 4.5%	67	70	+ 4.5%
Cumulative Days on Market Until Sale	75	86	+ 14.7%	75	86	+ 14.7%
Average List Price	\$389,592	\$430,331	+ 10.5%	\$389,592	\$430,331	+ 10.5%
Inventory of Homes for Sale	1,340	1,002	- 25.2%	--	--	--
Months Supply of Inventory	4.1	2.7	- 34.1%	--	--	--

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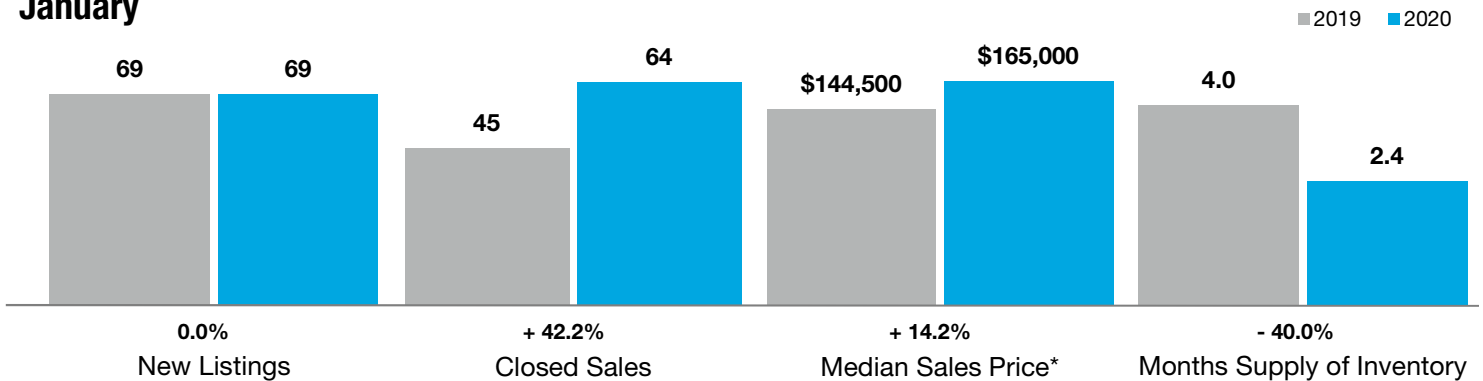
## Burke County

North Carolina

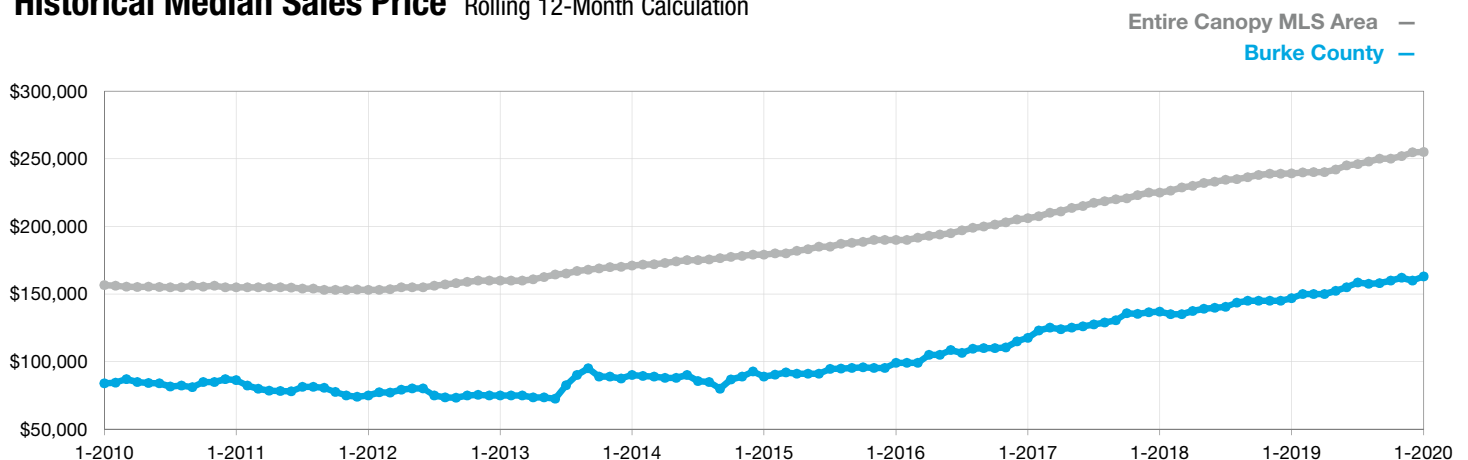
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	69	69	0.0%	69	69	0.0%
Pending Sales	73	64	- 12.3%	73	64	- 12.3%
Closed Sales	45	64	+ 42.2%	45	64	+ 42.2%
Median Sales Price*	\$144,500	\$165,000	+ 14.2%	\$144,500	\$165,000	+ 14.2%
Average Sales Price*	\$161,999	\$194,148	+ 19.8%	\$161,999	\$194,148	+ 19.8%
Percent of Original List Price Received*	92.3%	94.5%	+ 2.4%	92.3%	94.5%	+ 2.4%
List to Close	134	101	- 24.6%	134	101	- 24.6%
Days on Market Until Sale	100	48	- 52.0%	100	48	- 52.0%
Cumulative Days on Market Until Sale	85	52	- 38.8%	85	52	- 38.8%
Average List Price	\$212,516	\$252,150	+ 18.6%	\$212,516	\$252,150	+ 18.6%
Inventory of Homes for Sale	195	172	- 11.8%	--	--	--
Months Supply of Inventory	4.0	2.4	- 40.0%	--	--	--

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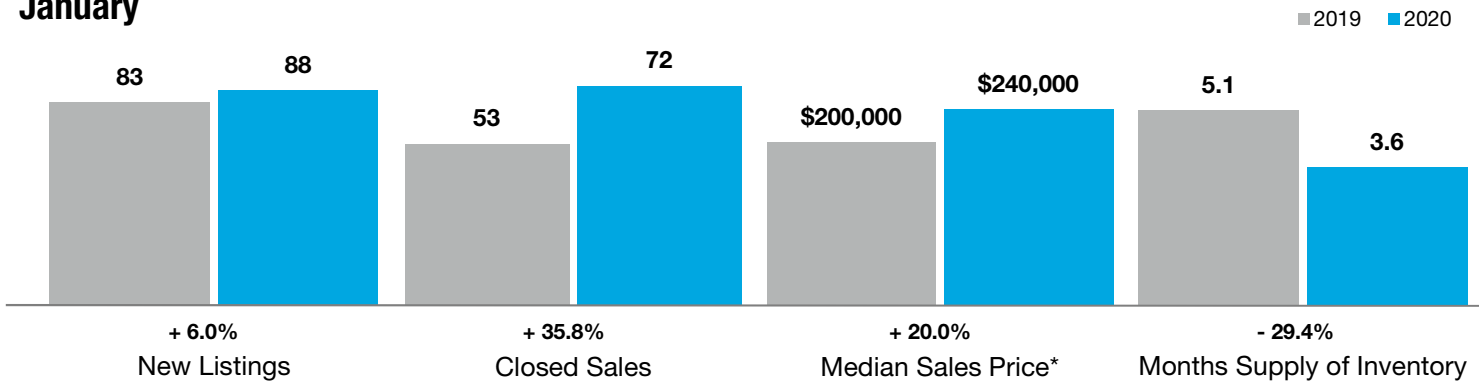
## Haywood County

North Carolina

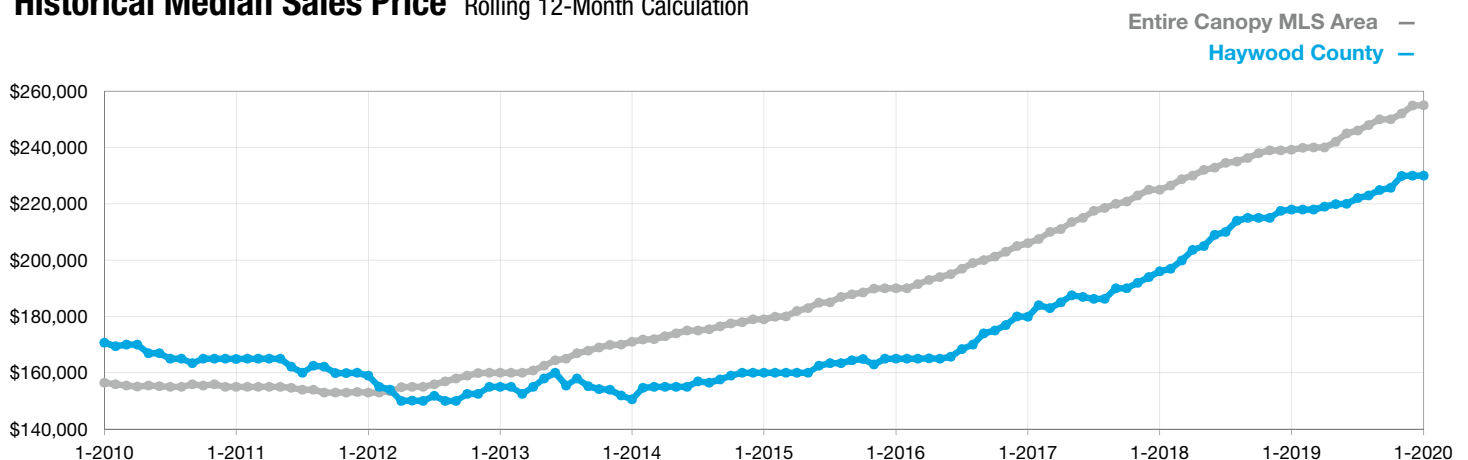
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	83	88	+ 6.0%	83	88	+ 6.0%
Pending Sales	82	106	+ 29.3%	82	106	+ 29.3%
Closed Sales	53	72	+ 35.8%	53	72	+ 35.8%
Median Sales Price*	\$200,000	\$240,000	+ 20.0%	\$200,000	\$240,000	+ 20.0%
Average Sales Price*	\$234,923	\$295,577	+ 25.8%	\$234,923	\$295,577	+ 25.8%
Percent of Original List Price Received*	90.9%	93.9%	+ 3.3%	90.9%	93.9%	+ 3.3%
List to Close	151	151	0.0%	151	151	0.0%
Days on Market Until Sale	99	90	- 9.1%	99	90	- 9.1%
Cumulative Days on Market Until Sale	120	106	- 11.7%	120	106	- 11.7%
Average List Price	\$261,282	\$293,683	+ 12.4%	\$261,282	\$293,683	+ 12.4%
Inventory of Homes for Sale	459	368	- 19.8%	--	--	--
Months Supply of Inventory	5.1	3.6	- 29.4%	--	--	--

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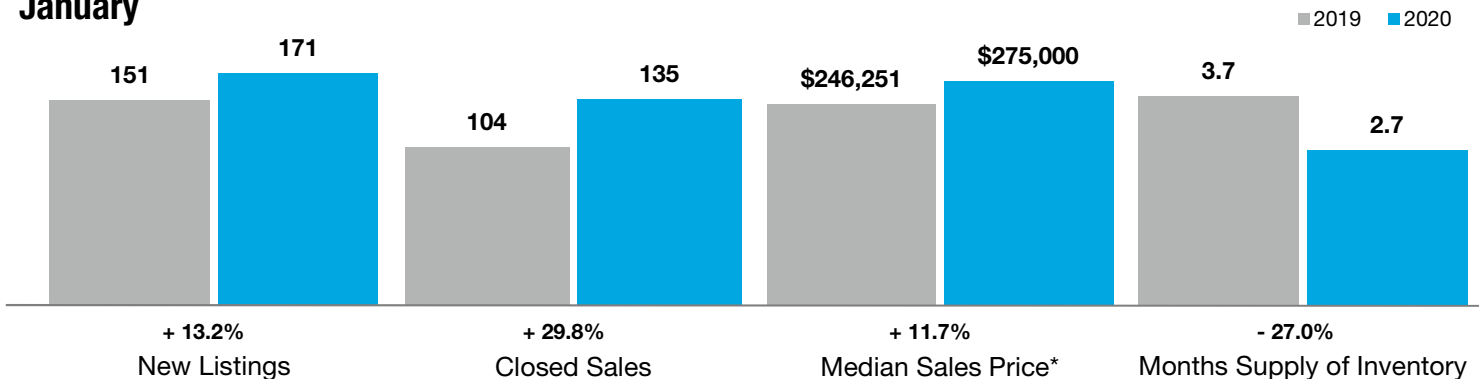
## Henderson County

North Carolina

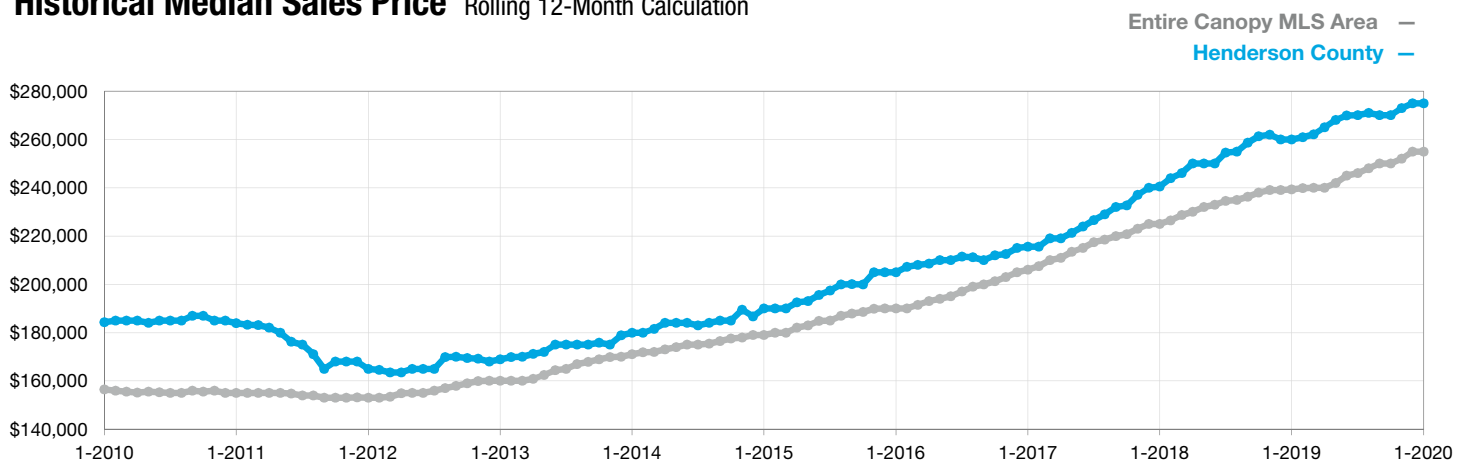
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	151	171	+ 13.2%	151	171	+ 13.2%
Pending Sales	143	180	+ 25.9%	143	180	+ 25.9%
Closed Sales	104	135	+ 29.8%	104	135	+ 29.8%
Median Sales Price*	\$246,251	\$275,000	+ 11.7%	\$246,251	\$275,000	+ 11.7%
Average Sales Price*	\$276,832	\$293,452	+ 6.0%	\$276,832	\$293,452	+ 6.0%
Percent of Original List Price Received*	94.7%	95.1%	+ 0.4%	94.7%	95.1%	+ 0.4%
List to Close	112	109	- 2.7%	112	109	- 2.7%
Days on Market Until Sale	62	59	- 4.8%	62	59	- 4.8%
Cumulative Days on Market Until Sale	69	84	+ 21.7%	69	84	+ 21.7%
Average List Price	\$329,199	\$330,989	+ 0.5%	\$329,199	\$330,989	+ 0.5%
Inventory of Homes for Sale	635	497	- 21.7%	--	--	--
Months Supply of Inventory	3.7	2.7	- 27.0%	--	--	--

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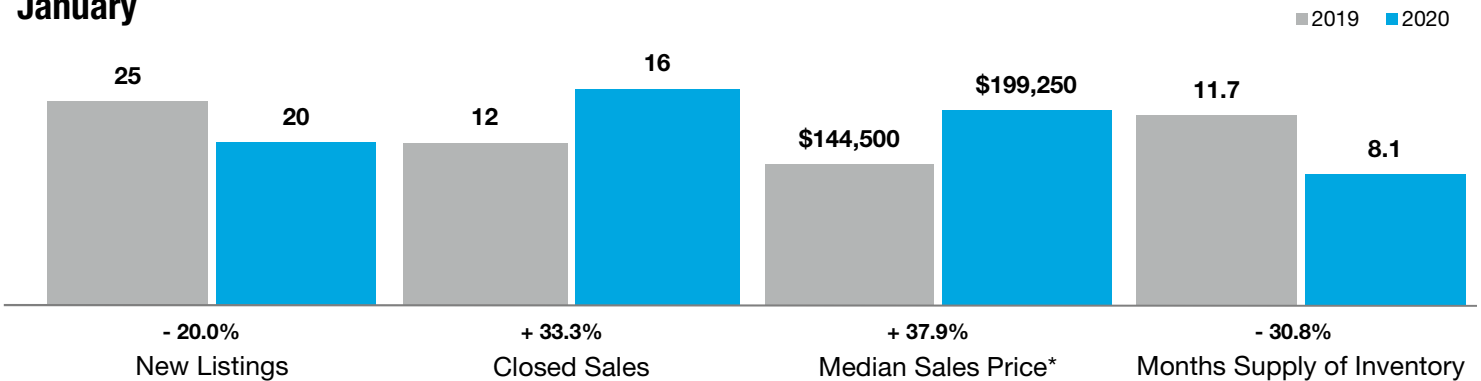
## Jackson County

North Carolina

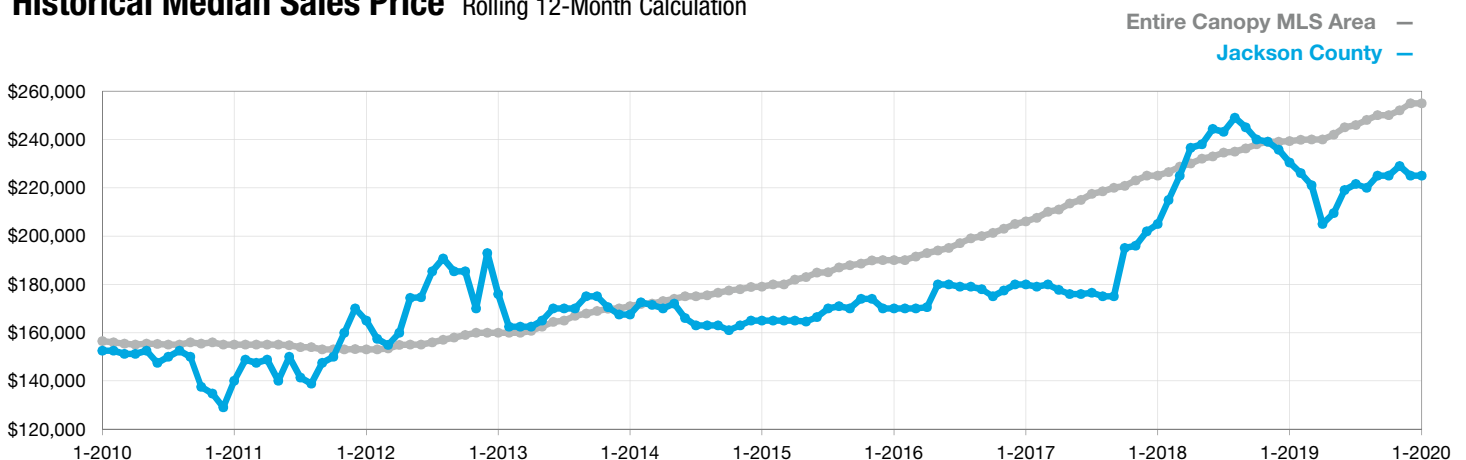
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	25	20	- 20.0%	25	20	- 20.0%
Pending Sales	15	16	+ 6.7%	15	16	+ 6.7%
Closed Sales	12	16	+ 33.3%	12	16	+ 33.3%
Median Sales Price*	\$144,500	\$199,250	+ 37.9%	\$144,500	\$199,250	+ 37.9%
Average Sales Price*	\$206,333	\$331,775	+ 60.8%	\$206,333	\$331,775	+ 60.8%
Percent of Original List Price Received*	90.2%	88.4%	- 2.0%	90.2%	88.4%	- 2.0%
List to Close	90	139	+ 54.4%	90	139	+ 54.4%
Days on Market Until Sale	41	85	+ 107.3%	41	85	+ 107.3%
Cumulative Days on Market Until Sale	41	107	+ 161.0%	41	107	+ 161.0%
Average List Price	\$335,132	\$275,225	- 17.9%	\$335,132	\$275,225	- 17.9%
Inventory of Homes for Sale	199	169	- 15.1%	--	--	--
Months Supply of Inventory	11.7	8.1	- 30.8%	--	--	--

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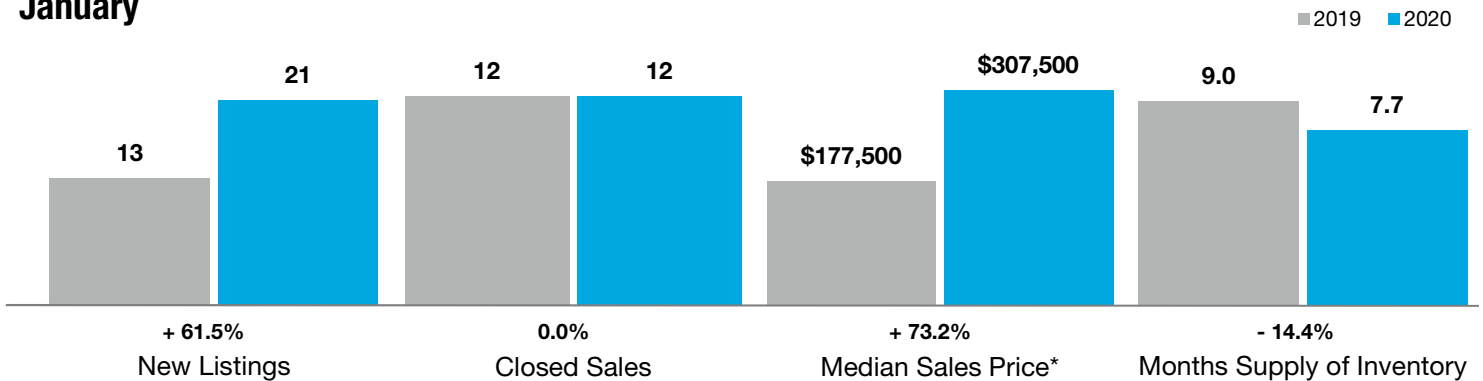
## Madison County

North Carolina

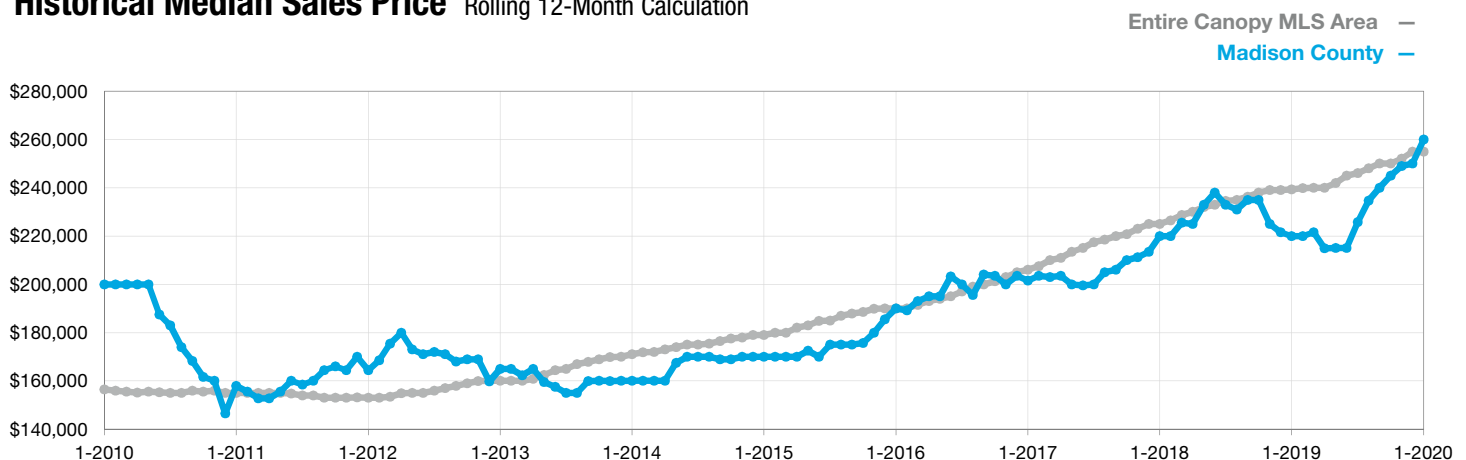
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	13	21	+ 61.5%	13	21	+ 61.5%
Pending Sales	16	23	+ 43.8%	16	23	+ 43.8%
Closed Sales	12	12	0.0%	12	12	0.0%
Median Sales Price*	\$177,500	\$307,500	+ 73.2%	\$177,500	\$307,500	+ 73.2%
Average Sales Price*	\$185,837	\$369,000	+ 98.6%	\$185,837	\$369,000	+ 98.6%
Percent of Original List Price Received*	90.9%	95.1%	+ 4.6%	90.9%	95.1%	+ 4.6%
List to Close	114	129	+ 13.2%	114	129	+ 13.2%
Days on Market Until Sale	66	82	+ 24.2%	66	82	+ 24.2%
Cumulative Days on Market Until Sale	66	104	+ 57.6%	66	104	+ 57.6%
Average List Price	\$333,306	\$263,104	- 21.1%	\$333,306	\$263,104	- 21.1%
Inventory of Homes for Sale	157	145	- 7.6%	--	--	--
Months Supply of Inventory	9.0	7.7	- 14.4%	--	--	--

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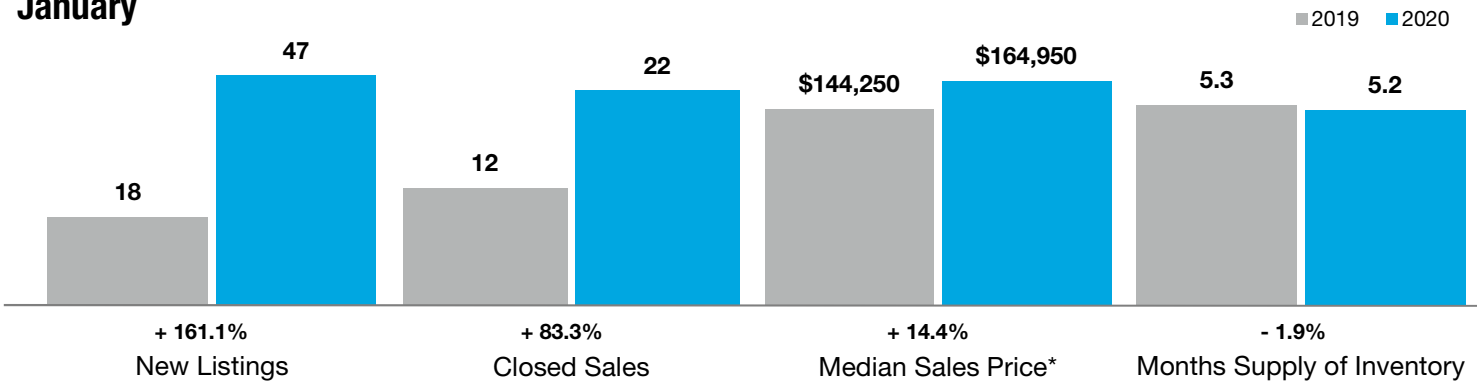
## McDowell County

North Carolina

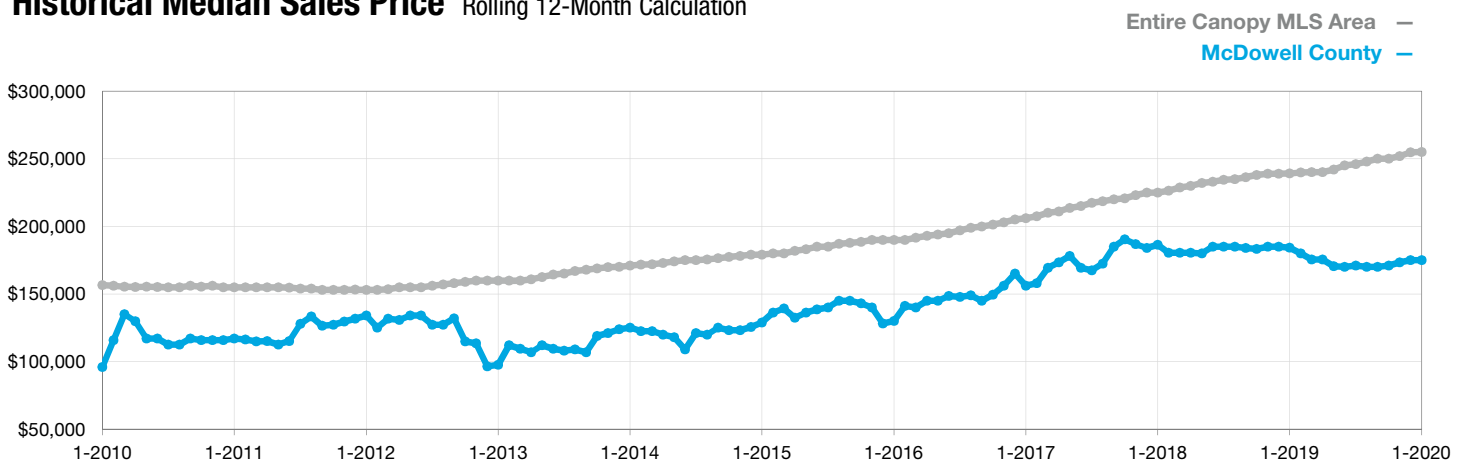
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	18	47	+ 161.1%	18	47	+ 161.1%
Pending Sales	30	35	+ 16.7%	30	35	+ 16.7%
Closed Sales	12	22	+ 83.3%	12	22	+ 83.3%
Median Sales Price*	\$144,250	\$164,950	+ 14.4%	\$144,250	\$164,950	+ 14.4%
Average Sales Price*	\$196,375	\$243,553	+ 24.0%	\$196,375	\$243,553	+ 24.0%
Percent of Original List Price Received*	99.5%	93.4%	- 6.1%	99.5%	93.4%	- 6.1%
List to Close	115	116	+ 0.9%	115	116	+ 0.9%
Days on Market Until Sale	43	56	+ 30.2%	43	56	+ 30.2%
Cumulative Days on Market Until Sale	43	59	+ 37.2%	43	59	+ 37.2%
Average List Price	\$176,806	\$265,009	+ 49.9%	\$176,806	\$265,009	+ 49.9%
Inventory of Homes for Sale	108	165	+ 52.8%	--	--	--
Months Supply of Inventory	5.3	5.2	- 1.9%	--	--	--

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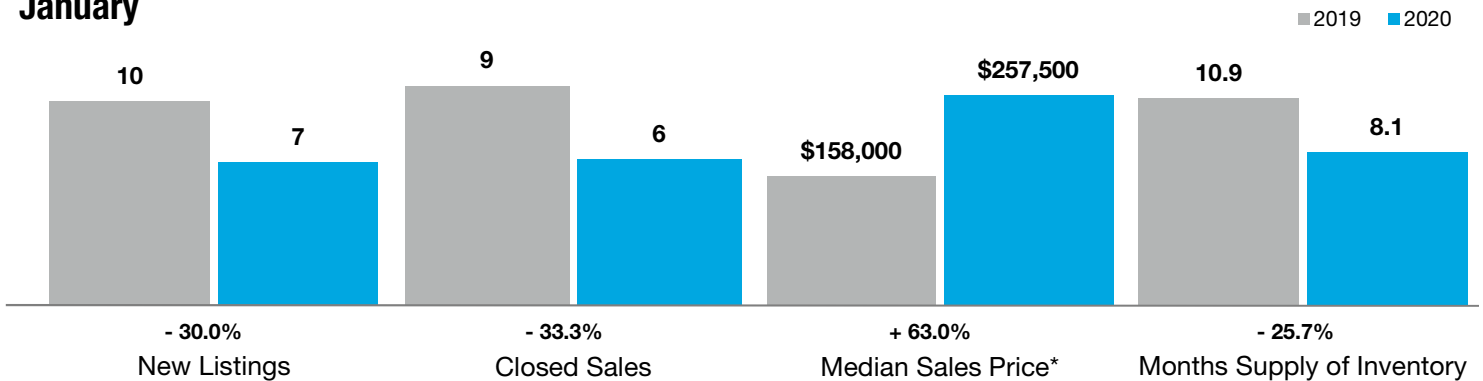
## Mitchell County

North Carolina

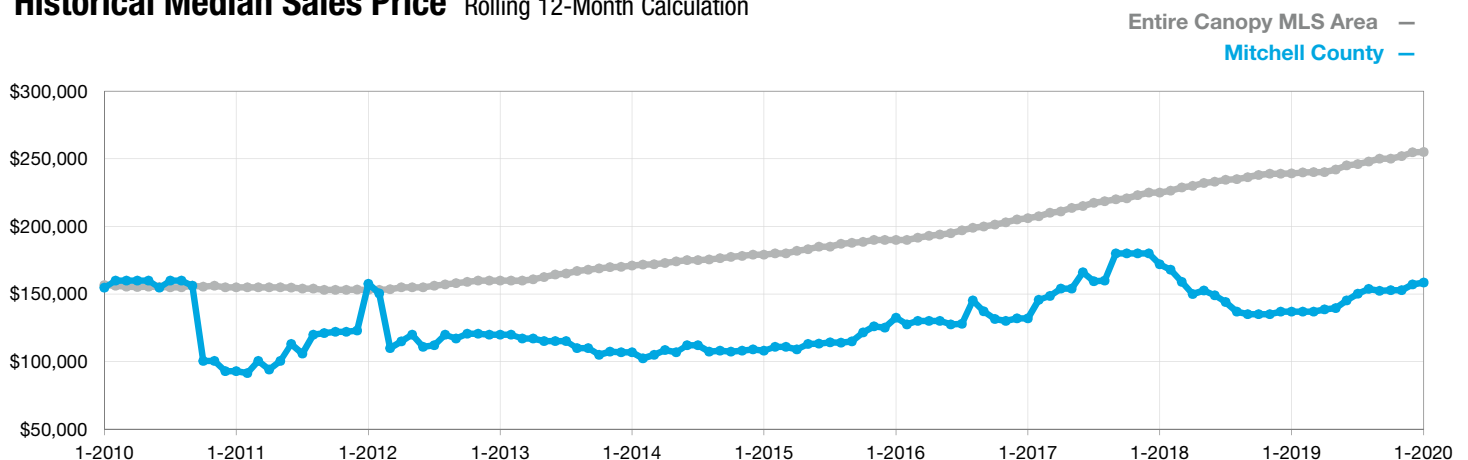
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	10	7	- 30.0%	10	7	- 30.0%
Pending Sales	11	16	+ 45.5%	11	16	+ 45.5%
Closed Sales	9	6	- 33.3%	9	6	- 33.3%
Median Sales Price*	\$158,000	<b>\$257,500</b>	+ 63.0%	\$158,000	<b>\$257,500</b>	+ 63.0%
Average Sales Price*	\$176,000	<b>\$241,500</b>	+ 37.2%	\$176,000	<b>\$241,500</b>	+ 37.2%
Percent of Original List Price Received*	84.4%	<b>92.6%</b>	+ 9.7%	84.4%	<b>92.6%</b>	+ 9.7%
List to Close	283	<b>322</b>	+ 13.8%	283	<b>322</b>	+ 13.8%
Days on Market Until Sale	302	<b>279</b>	- 7.6%	302	<b>279</b>	- 7.6%
Cumulative Days on Market Until Sale	365	<b>279</b>	- 23.6%	365	<b>279</b>	- 23.6%
Average List Price	\$245,750	<b>\$142,571</b>	- 42.0%	\$245,750	<b>\$142,571</b>	- 42.0%
Inventory of Homes for Sale	111	<b>101</b>	- 9.0%	--	--	--
Months Supply of Inventory	10.9	<b>8.1</b>	- 25.7%	--	--	--

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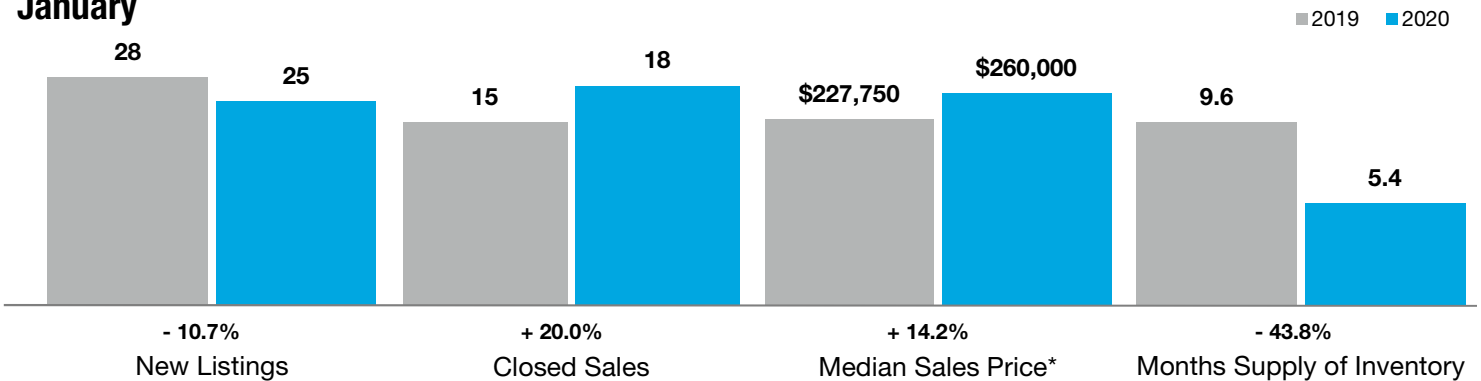
## Polk County

North Carolina

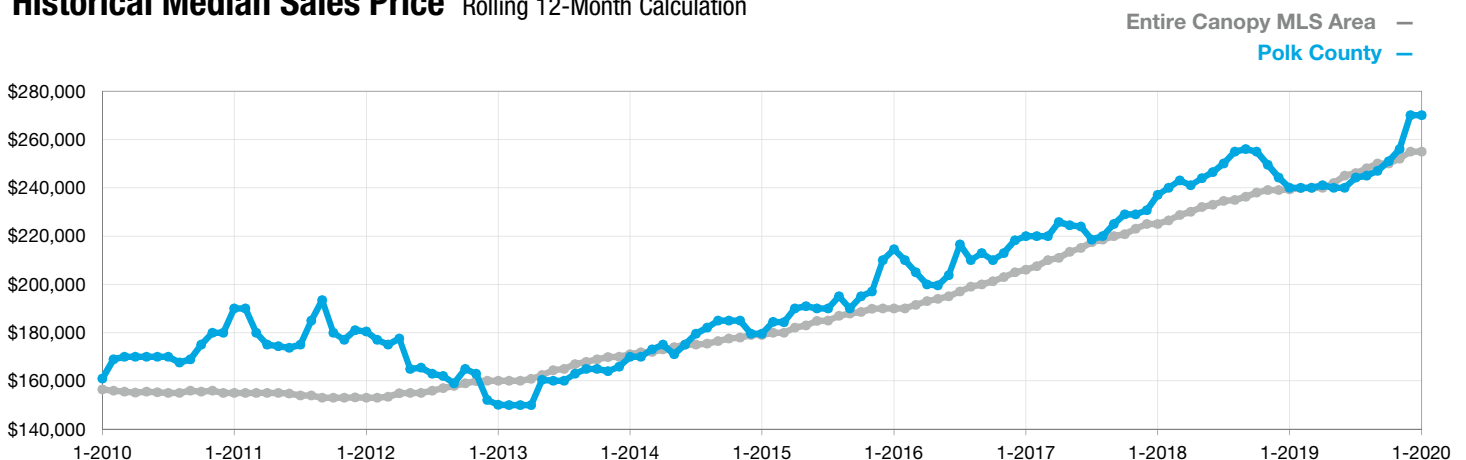
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	28	25	- 10.7%	28	25	- 10.7%
Pending Sales	25	29	+ 16.0%	25	29	+ 16.0%
Closed Sales	15	18	+ 20.0%	15	18	+ 20.0%
Median Sales Price*	\$227,750	\$260,000	+ 14.2%	\$227,750	\$260,000	+ 14.2%
Average Sales Price*	\$270,264	\$302,938	+ 12.1%	\$270,264	\$302,938	+ 12.1%
Percent of Original List Price Received*	90.5%	90.0%	- 0.6%	90.5%	90.0%	- 0.6%
List to Close	164	157	- 4.3%	164	157	- 4.3%
Days on Market Until Sale	117	100	- 14.5%	117	100	- 14.5%
Cumulative Days on Market Until Sale	162	149	- 8.0%	162	149	- 8.0%
Average List Price	\$327,396	\$344,288	+ 5.2%	\$327,396	\$344,288	+ 5.2%
Inventory of Homes for Sale	242	159	- 34.3%	--	--	--
Months Supply of Inventory	9.6	5.4	- 43.8%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for January 2020

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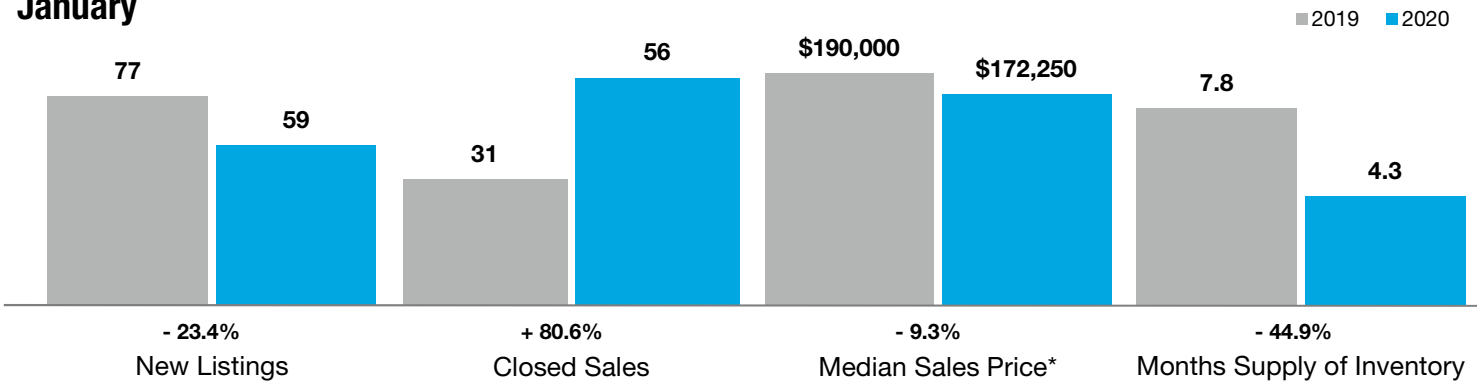
## Rutherford County

North Carolina

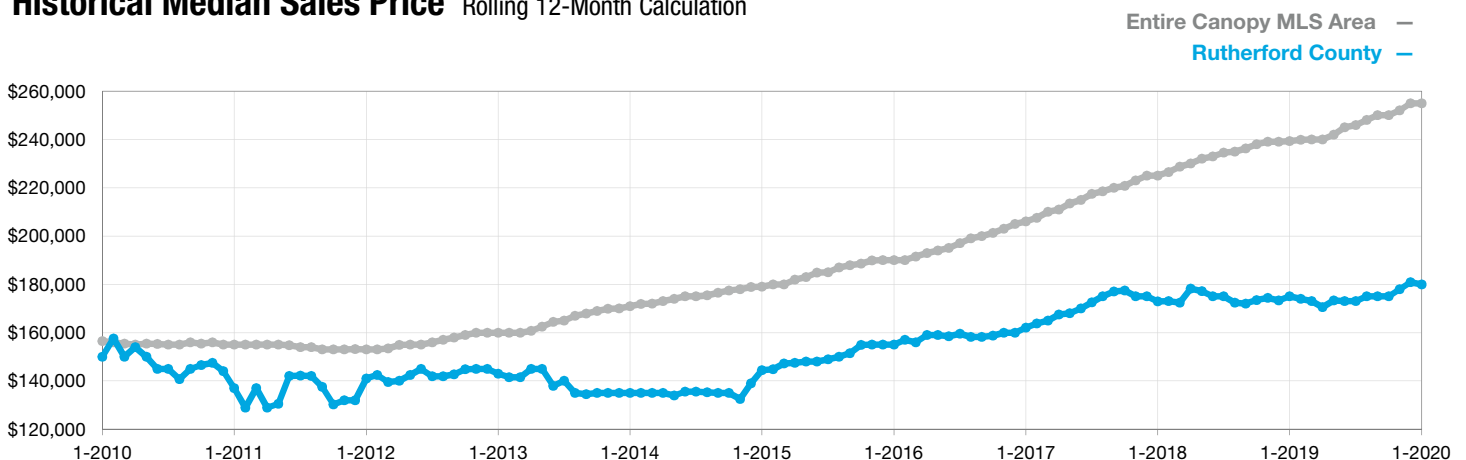
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	77	59	- 23.4%	77	59	- 23.4%
Pending Sales	41	64	+ 56.1%	41	64	+ 56.1%
Closed Sales	31	56	+ 80.6%	31	56	+ 80.6%
Median Sales Price*	\$190,000	\$172,250	- 9.3%	\$190,000	\$172,250	- 9.3%
Average Sales Price*	\$246,510	\$203,775	- 17.3%	\$246,510	\$203,775	- 17.3%
Percent of Original List Price Received*	94.9%	91.2%	- 3.9%	94.9%	91.2%	- 3.9%
List to Close	138	149	+ 8.0%	138	149	+ 8.0%
Days on Market Until Sale	72	94	+ 30.6%	72	94	+ 30.6%
Cumulative Days on Market Until Sale	85	131	+ 54.1%	85	131	+ 54.1%
Average List Price	\$263,296	\$283,017	+ 7.5%	\$263,296	\$283,017	+ 7.5%
Inventory of Homes for Sale	383	274	- 28.5%	--	--	--
Months Supply of Inventory	7.8	4.3	- 44.9%	--	--	--

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### January



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for January 2020

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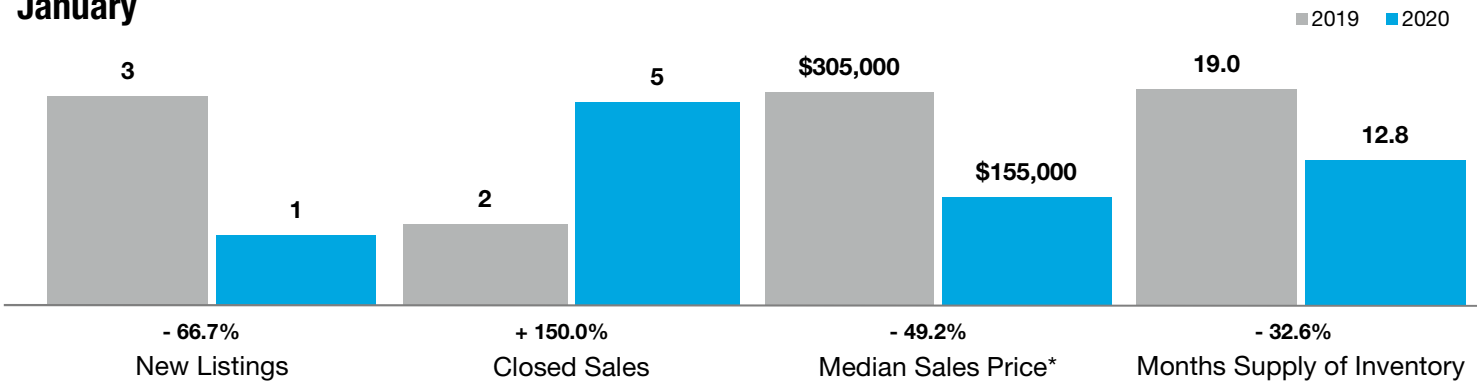
## Swain County

North Carolina

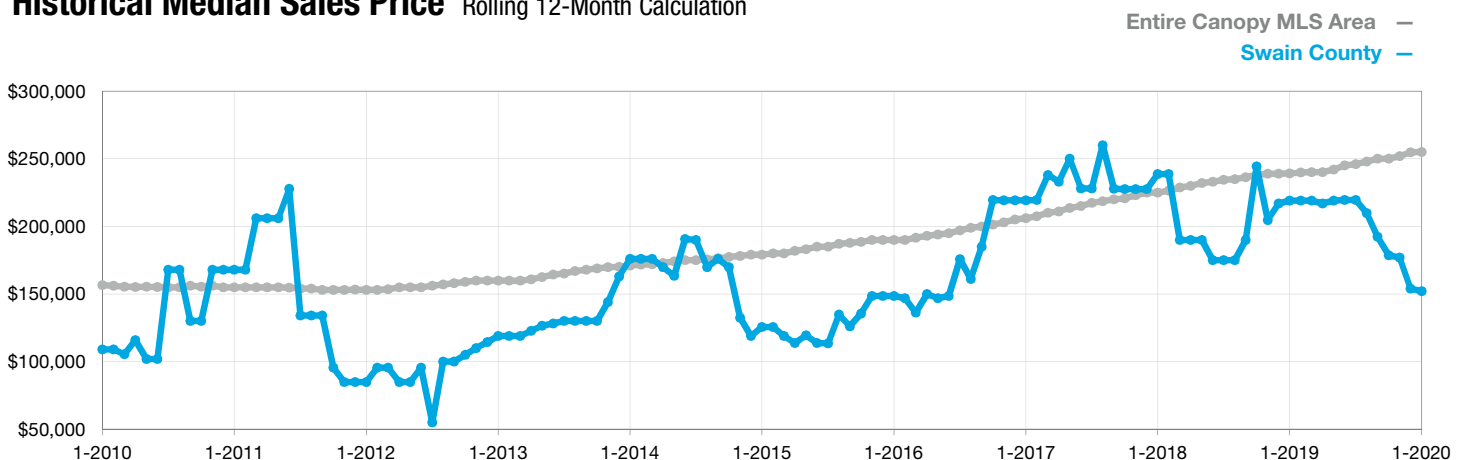
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	3	1	- 66.7%	3	1	- 66.7%
Pending Sales	3	5	+ 66.7%	3	5	+ 66.7%
Closed Sales	2	5	+ 150.0%	2	5	+ 150.0%
Median Sales Price*	\$305,000	<b>\$155,000</b>	- 49.2%	\$305,000	<b>\$155,000</b>	- 49.2%
Average Sales Price*	\$305,000	<b>\$235,800</b>	- 22.7%	\$305,000	<b>\$235,800</b>	- 22.7%
Percent of Original List Price Received*	96.2%	<b>91.6%</b>	- 4.8%	96.2%	<b>91.6%</b>	- 4.8%
List to Close	173	<b>110</b>	- 36.4%	173	<b>110</b>	- 36.4%
Days on Market Until Sale	129	<b>51</b>	- 60.5%	129	<b>51</b>	- 60.5%
Cumulative Days on Market Until Sale	129	<b>51</b>	- 60.5%	129	<b>51</b>	- 60.5%
Average List Price	\$379,067	<b>\$249,000</b>	- 34.3%	\$379,067	<b>\$249,000</b>	- 34.3%
Inventory of Homes for Sale	40	<b>33</b>	- 17.5%	--	--	--
Months Supply of Inventory	19.0	<b>12.8</b>	- 32.6%	--	--	--

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### January



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for January 2020

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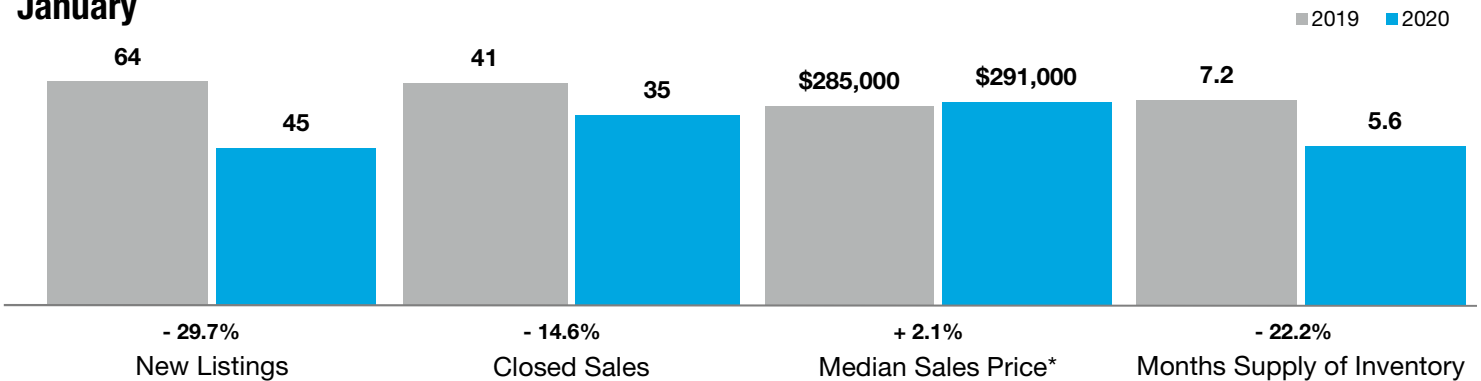
## Transylvania County

North Carolina

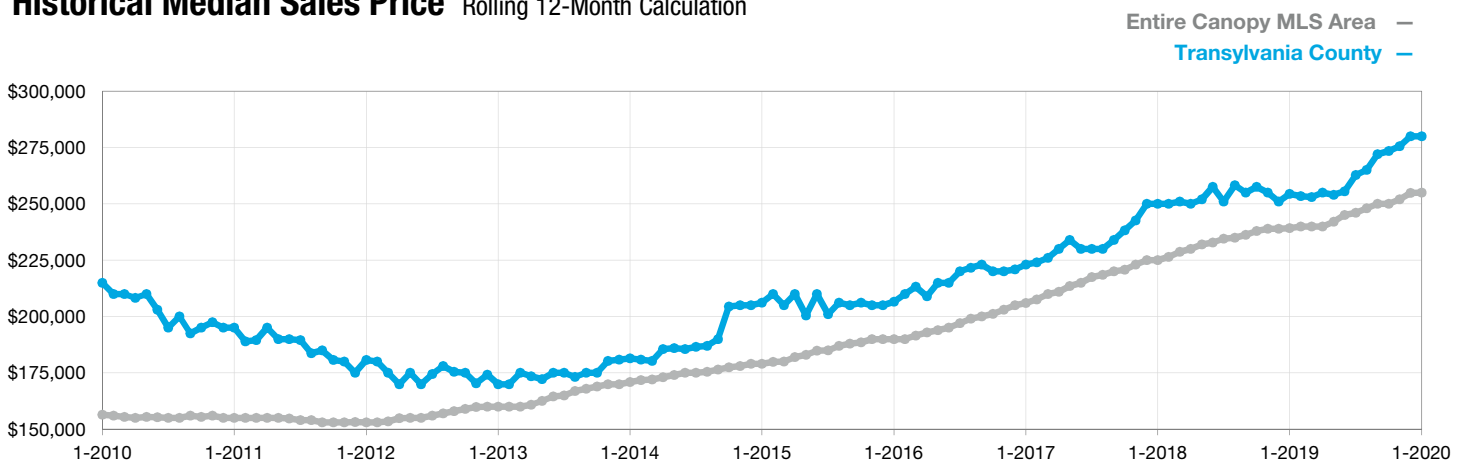
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	64	45	- 29.7%	64	45	- 29.7%
Pending Sales	47	33	- 29.8%	47	33	- 29.8%
Closed Sales	41	35	- 14.6%	41	35	- 14.6%
Median Sales Price*	\$285,000	\$291,000	+ 2.1%	\$285,000	\$291,000	+ 2.1%
Average Sales Price*	\$331,503	\$334,660	+ 1.0%	\$331,503	\$334,660	+ 1.0%
Percent of Original List Price Received*	89.8%	91.5%	+ 1.9%	89.8%	91.5%	+ 1.9%
List to Close	167	165	- 1.2%	167	165	- 1.2%
Days on Market Until Sale	129	105	- 18.6%	129	105	- 18.6%
Cumulative Days on Market Until Sale	163	110	- 32.5%	163	110	- 32.5%
Average List Price	\$379,616	\$382,962	+ 0.9%	\$379,616	\$382,962	+ 0.9%
Inventory of Homes for Sale	374	285	- 23.8%	--	--	--
Months Supply of Inventory	7.2	5.6	- 22.2%	--	--	--

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### January



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for January 2020

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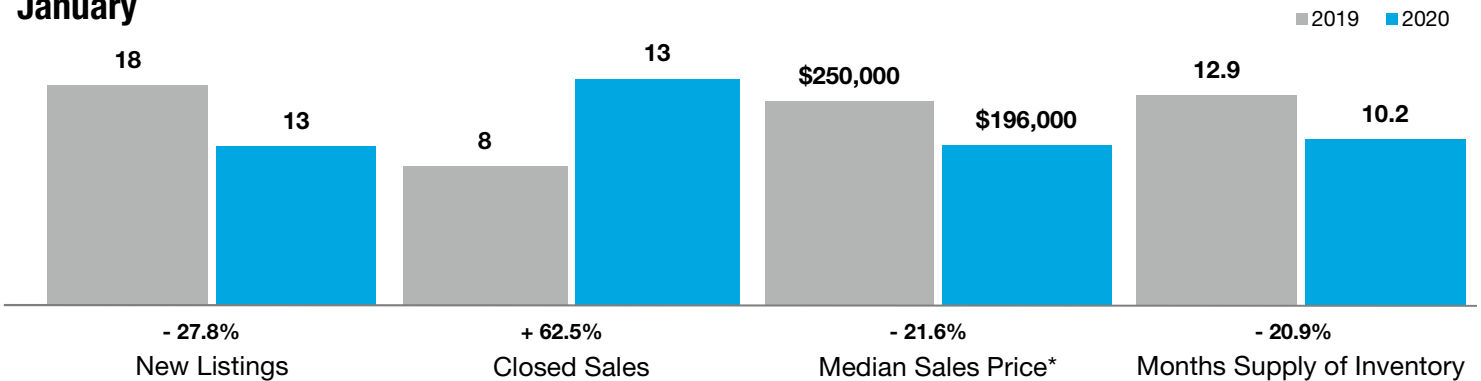
## Yancey County

North Carolina

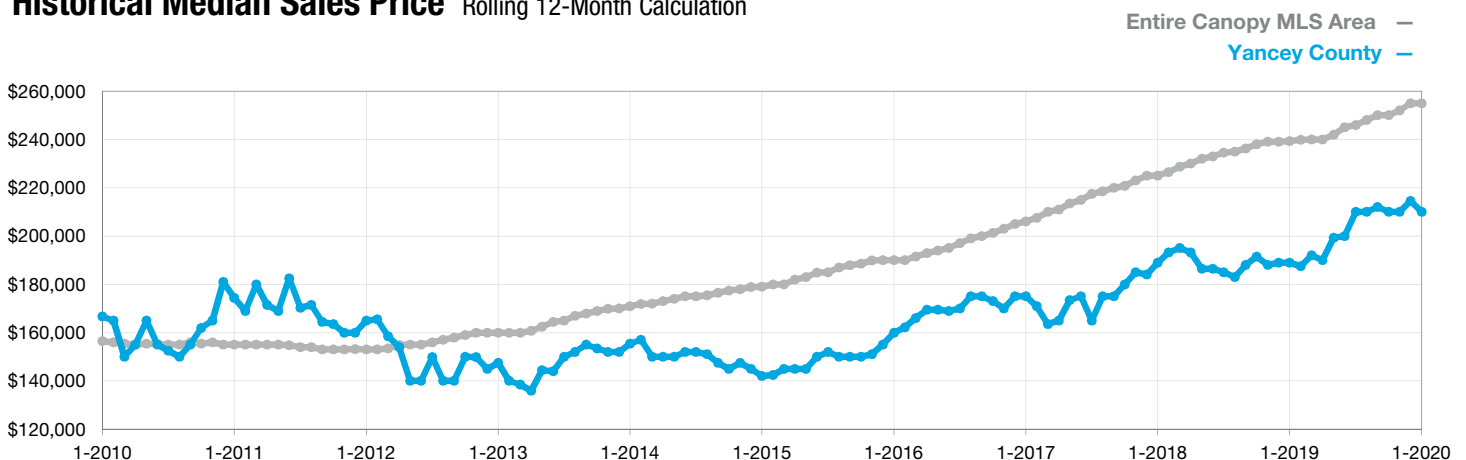
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	18	13	- 27.8%	18	13	- 27.8%
Pending Sales	14	18	+ 28.6%	14	18	+ 28.6%
Closed Sales	8	13	+ 62.5%	8	13	+ 62.5%
Median Sales Price*	\$250,000	\$196,000	- 21.6%	\$250,000	\$196,000	- 21.6%
Average Sales Price*	\$310,313	\$247,892	- 20.1%	\$310,313	\$247,892	- 20.1%
Percent of Original List Price Received*	91.6%	91.2%	- 0.4%	91.6%	91.2%	- 0.4%
List to Close	168	200	+ 19.0%	168	200	+ 19.0%
Days on Market Until Sale	172	142	- 17.4%	172	142	- 17.4%
Cumulative Days on Market Until Sale	193	193	0.0%	193	193	0.0%
Average List Price	\$286,078	\$285,977	- 0.0%	\$286,078	\$285,977	- 0.0%
Inventory of Homes for Sale	238	226	- 5.0%	--	--	--
Months Supply of Inventory	12.9	10.2	- 20.9%	--	--	--

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### January



### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update for January 2020

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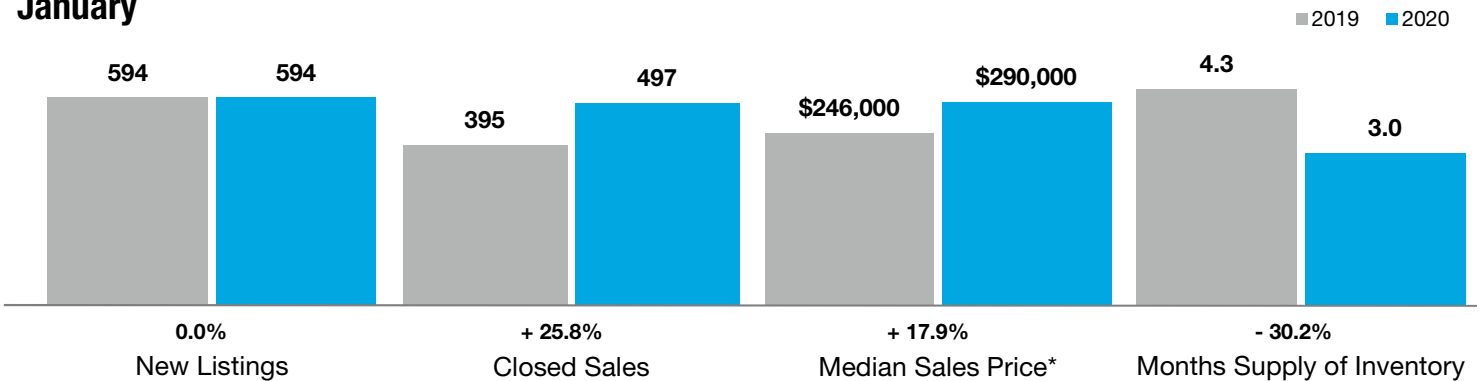
## Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	594	594	0.0%	594	594	0.0%
Pending Sales	544	700	+ 28.7%	544	700	+ 28.7%
Closed Sales	395	497	+ 25.8%	395	497	+ 25.8%
Median Sales Price*	\$246,000	\$290,000	+ 17.9%	\$246,000	\$290,000	+ 17.9%
Average Sales Price*	\$278,647	\$347,628	+ 24.8%	\$278,647	\$347,628	+ 24.8%
Percent of Original List Price Received*	92.8%	94.0%	+ 1.3%	92.8%	94.0%	+ 1.3%
List to Close	123	126	+ 2.4%	123	126	+ 2.4%
Days on Market Until Sale	70	70	0.0%	70	70	0.0%
Cumulative Days on Market Until Sale	79	89	+ 12.7%	79	89	+ 12.7%
Average List Price	\$355,006	\$375,576	+ 5.8%	\$355,006	\$375,576	+ 5.8%
Inventory of Homes for Sale	2,591	2,012	- 22.3%	--	--	--
Months Supply of Inventory	4.3	3.0	- 30.2%	--	--	--

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### January



### Historical Median Sales Price Rolling 12-Month Calculation

